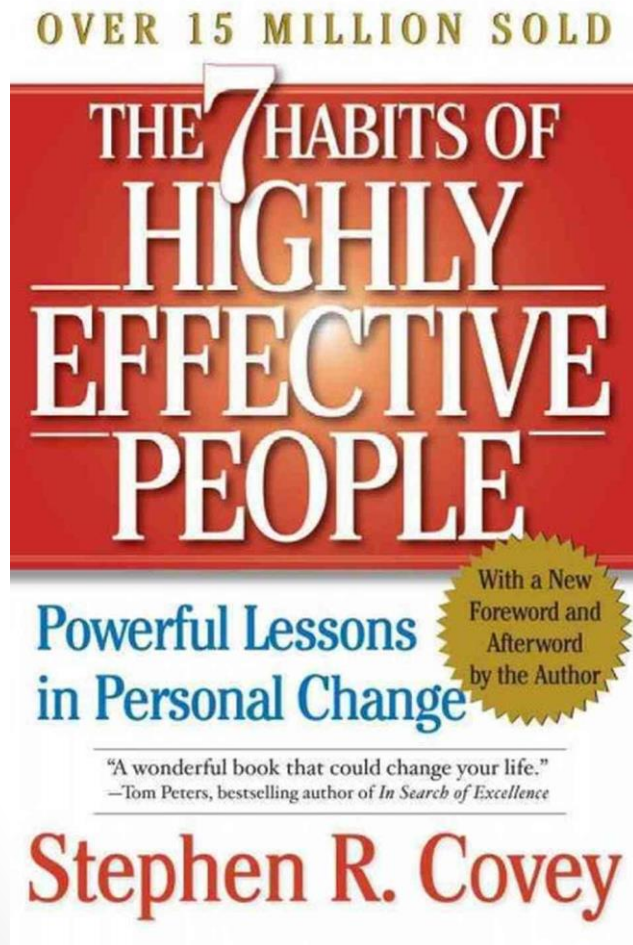


The 7 Habits of Highly Effective People

Interlude:

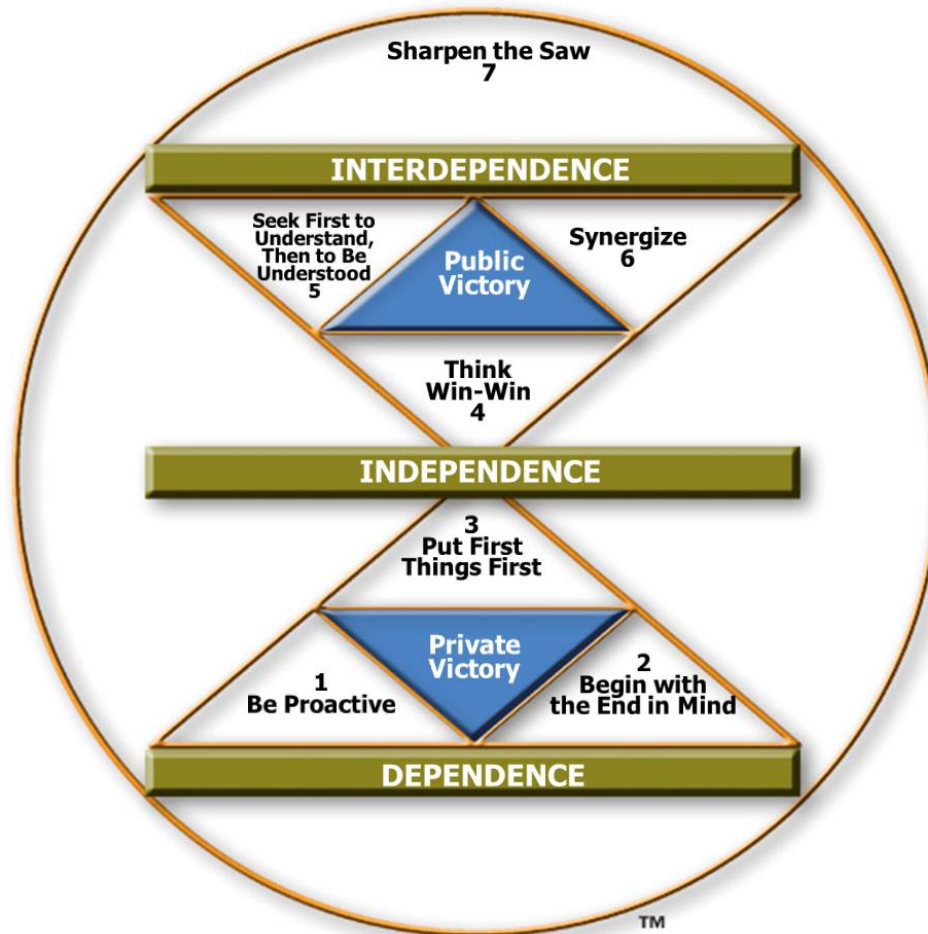
Paradigms of Interdependence

The Book and Author



- Written by Stephen R. Covey.
- Graduated from Harvard University with an MBA.
- Chairman of the Covey Leadership Center and the Institute for Principle-Centered Leadership
- Meant to help people solve professional and personal dilemmas through principled living.

Overview



Interdependence

- The third and final stage in maturity.
- Relies on realizing that the greatest rewards is achieved collectively, but it also depends on our personal contribution.
- Game Theory



Public Victory

- When victory goes public, two things happen:
 - Our actions have much larger effects on the world around us.
 - The element of public perception gets added to the consequences.



P/PC in the Public Space

- P and PC also get shifted in meaning when we go public.
 - Productivity is now the combined efforts of both you *and* the people around you whose assistance you need to complete your objective.
 - Production capacity now has two dimensions, both the group's ability to produce and their willingness to use that ability to the group's advantage.
- What new problems can we see here?

The Emotional Bank Account

- Everybody keeps a running tally of how they feel about you based on how you've treated them. This is the Emotional Bank Account.
- You deposit when you treat them well and come to mutual understandings.
- You withdraw when you treat them with contempt and act against them.
- Be wary of this ever running low. Take steps to ensure that the people around you have a high faith in you.



- Each person likes and hates different things. Make sure you know who you are affecting and how before you act.
- Sometimes its more important that you show that you know what pleases someone than actually doing that.
- Helps us reach understandings.

Attending to the Little Things

- Always seek to use small deposits to your advantage.
- Small acts of kindness can have big payoffs if in high enough quantity and amount.
- Make sure you are sincere when doing so.



Keeping Commitments



- Oaths are sacred, don't break them.
- Sometimes, its better to keep a promise than to get the best possible reward.
- Trust is hard to build, but easy to destroy.

Clarifying Expectations

- Everybody has expectations about relationships that come even before they meet the person.
- Make sure you can manage other people's expectations of you so you don't undersell yourself.
- Most often, missed expectations are due to miscommunication. Don't let this happen to you.



Showing Integrity



- Your reputation with people you've never met is based on your integrity.
- Doing the right thing can build relationships you don't even know exist yet.
- People are watching you, they will remember you, and they will talk about you. Make sure its about something good.

Apologizing Sincerely

- If you do have to make a withdrawal, be sincere and be suitably apologetic.
- If you can't avoid acting against someone's interest, explain the issue and make sure they know that this isn't how you wanted the situation to play out.
- This is easier the higher your account already is.



The Laws of Love and Life



- The way you treat others will dictate how they treat you.
- Success in the public square is build on relationships. Relationships are build on love and respect.
- The payouts are long term, so don't give up.

See Opportunities, Not Problems

- So every time you feel frustration with the world or others, don't see it as a problem, see it as an opportunity to build your relationship through your actions.

